

BUSINESS VOICE

THE LAS VEGAS CHAMBER OF COMMERCE MAGAZINE | LVCHAMBER.COM | JULY 2012

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TO THE
PEOPLE



NV Energy CEO,
Michael Yackira



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BUSINESS VOICE

THE LAS VEGAS CHAMBER OF COMMERCE MAGAZINE

VOLUME 33 NUMBER 7

{ president's message }




KRISTIN MCMILLAN
President & CEO

“A wesomeness.” It was one of the representative responses we received when surveying attendees as they departed the Chamber’s Business Expo on June 20 at World Market Center in downtown Las Vegas. Business Expo swarmed with the energy. Every inch of the trade show floor buzzed with conversation – companies rediscovering new ways to connect and do business with one another. More than 150 exhibitors and nearly 2,000 attendees were poised to do business – not just to exchange business cards, but actually to **do** business.

A number of tech start-up companies occupied Innovation Avenue, one of the streets at Expo’s newly featured “pop-up business community.” They were introduced to the business community for the first time and proved why the start-up scene in Las Vegas is so vibrant and dynamic.

We saw new products and original new services, and were reintroduced to brands that have been longtime standards in Las Vegas. Exhibitors strategically selected their booth placement at the intersections of streets that embraced the spirit of their businesses. They got to know their “neighbors” a bit more during the day. Even the welcoming signage into Expo proclaiming, “Business starts here!” seemed to kick-off the spirit of the community pop-up. From the size of the businesses exhibiting and attending, as well as the different industries and fields represented, Expo was an exciting melting pot of diversity and collaboration.

With its interactive community of exhibitors and attendees, Business Expo exemplified how simple conversation can turn into connection, how different industries and companies can relate and do business with each other, and how exposure to a new, innovative idea can spawn inspiration. For those of you attending Expo or any other event, our advice is to keep the connection. Remember your conversations. Be a “first responder,” with urgency in follow-up and follow-through. Engage your new connections through social media – it’s a great way to stay top of mind.

We’re looking forward to hearing more about the results of your Expo experience. Know that the Chamber is your biggest ally when it comes to helping you make successful connections. For us, seeing that happen is “awesomeness.” 

what's inside // JULY 2012

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las vegas host committee embraces community partnerships

Did you know that every 1,000 visitors to Las Vegas supports nine local jobs? Or that Las Vegas is home to 17 of the 20 largest hotels in America? If you've eaten at a local McDonald's recently, you probably did.

The Las Vegas Host Committee, a program of the Las Vegas Convention and Visitors Authority chaired by Former Mayor Oscar Goodman, has partnered with the Greater Las Vegas McDonald's Operators Association to have themed placemats for all trays in the Las Vegas market. These placemats share valuable information on the travel and tourism industry's impact on our local economy and why supporting the tourism industry is essential to the future growth of Las Vegas. The placemats will be seen by millions of people, both locals and visitors, who visit local McDonald's locations. This collaboration is just one example of how the Las Vegas Host Committee is embracing community partnerships to share how valuable tourism is for Southern Nevada.

There are several ways for businesses of all sizes to become involved with the Host Committee's initiatives. For more information on how you can engage the committee, email LVHostCommittee@lvcva.com or call 702.892.7691.

new policy committees give you more opportunities to engage and be heard

There are more opportunities to engage in the issues impacting the Las Vegas business community with the introduction of two new policy committees, open exclusively to Chamber members and their employees. These new committees will address current issues and topics in the following areas:

- **Insurance and Tort Reform** – This committee will work with Chamber members who are insurance brokers and agents, property and casualty insurers, life insurers, health underwriters and others to ensure that Nevada's insurance climate is balanced and fair. Working with the insurance community and others, the committee will take on policy issues that impact businesses, as well as create and maintain public support for legal reform, including building alliances with groups and organizations to advance the legal reform agenda.
- **Local Government** – This committee will work to enhance a positive business environment and study proposed government activities and ordinances for their impact on business. Local government (both elected and appointed) officials will be invited to meet with committee members to discuss local issues that affect the business community.

For more information on policy committees, including meeting dates and times, visit LVChamber.com or call 702.641.5822.

business licensing just got easier

City and county officials launched the beginning of a multi-jurisdictional business license program that will allow all Las Vegas Valley contractors to obtain all of their licenses at one municipal location. This is the culmination of nearly two years of concentrated efforts between the cities of Las Vegas, North Las Vegas, Henderson and Clark County, and will save contractors valuable time and effort from having to travel to different jurisdictions to obtain separate licenses.

The new program allows all applications and fees to be handled at any city hall or the Clark County Government Center. For more information, visit LasVegasNevada.gov or ClarkCountyNV.gov.

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The Las Vegas Chamber of Commerce welcomes input, ideas and suggestions from our members. As with any periodical, we must adhere to strict deadlines and we reserve the right to edit all materials submitted for publication. Commentaries that are marked as such do not necessarily reflect the opinion or position of the Chamber, its trustees or employees. The Chamber cannot guarantee the validity or accuracy of the contents of paid advertisements. Questions or concerns about content of *The Business Voice* can be addressed to Vice President of Marketing, Las Vegas Chamber of Commerce, 6671 Las Vegas Blvd. South, Suite 300, Las Vegas, NV 89119.

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last chance to nominate your business!

Don't miss the opportunity to give your business the recognition it deserves. Nominations for this year's Small Business Excellence Awards, exclusively sponsored by Nevada State Bank, close on Friday, July 6. You can self-nominate or nominate another small business in one of four categories:

- Small Business of the Year (5 or Fewer Employees)
- Small Business of the Year (25 or Fewer Employees)
- Non-Profit Business of the Year
- Woman/Minority-Owned Business of the Year

These annual awards celebrate the best and brightest in Southern Nevada's small businesses. Qualified nominees receive exposure on LVChamber.com and finalists are celebrated at the Small Business Excellence Awards Luncheon on Thursday, September 20, at the Paris Las Vegas Hotel and Casino. Winners will be announced during the program and will receive special recognition and exposure throughout the year.

Nominating is easy. No financial statements are required, and the forms are available as downloadable PDFs online at LVChamber.com/sbea.

To get more information on the nomination process, criteria for each category, or to download your nomination form in an easy fillable PDF, visit LVChamber.com/sbea or call 702.641.5822.



vyp celebrate six years of white hot!

Vegas Young Professionals has had a year of major milestones – reaching more than 1,300 members, introducing health and life insurance for members and achieving a new level of community involvement with the Reclaim Your Future campaign with the Clark County School District and partnerships with the Leadership Las Vegas program and UNLV. Celebrate these milestones at the annual White Hot mixer. Last year, more than 300 young professionals came together for a night of mixing, mingling and making new business connections while enjoying the view from the top of the Palms Casino Resort.

Register early for the hottest party of the summer. Vegas Young Professionals' annual White Hot event will be Thursday, August 16, at Ghostbar at the Palms Casino Resort. For young professionals, this is a party not to be missed.

VYP WHITE HOT MIXER

WHERE: Ghostbar at the Palms Casino Resort

DATE: Thursday, August 16

TIME: 7:00 – 10:00 p.m.

COST: \$10

Register at LVChamber.com or call 702.641.5822.



MICHAEL YACKIRA: AT THE *HELM* OF OUR *ENERGY'S FUTURE*

Renewable energy, solar power and diversifying Nevada's energy portfolio have been at the forefront of development and conservation debates in Las Vegas. Michael Yackira, CEO of NV Energy, discusses what NV Energy is planning in the upcoming years, and how it is positioned to help diversify the economy and local business.

BV: What is the 20-year outlook for energy in Nevada?

MY: Currently, NV Energy is able to supply approximately 80 percent of the energy needs of Southern Nevada and 100 percent of Northern Nevada through our own resources. The strategy to make Nevada less dependent on the open market was implemented over the last ten years and is already paying dividends for our customers through lower natural gas prices, more efficient units and more reliable service. Because of the slowdown in population growth in Nevada, NV Energy does not anticipate needing more traditional generating capacity until late in this decade.

In Nevada, we are required to file what is called the Integrated Resource Plans (IRP), which outlines our energy strategy for the next 20 years. We are filing that plan at the beginning of July 2012. Contained in the IRP is our plan to meet the Renewable Portfolio Standard of 25 percent of our energy supply from renewable resources by 2025. The company is currently meeting the requirement and is well on its way to meet the 25 percent threshold by 2025. It has always been critical to have a balanced mix of resources in our energy supply

portfolio to help ensure safe, reliable service at predictable prices for our customers.

BV: How is NV Energy positioning itself to stay at the forefront of new technologies in energy, especially in regards to solar power?

MY: We are proud that Nevada is a leader in renewable energy. We have contracts to purchase approximately 1,000 megawatts of renewable energy from nearly 50 geothermal, wind, biomass and hydroelectric projects in Nevada. On the solar front, the 110-megawatt Crescent Dunes project near Tonopah is a one-of-a-kind in the United States and will be capable of storing thermal energy that can be used to generate electricity throughout the night. This will be the first commercial scale solar power plant with molten salt energy storage and will be the largest thermal storage power plant in

the world. This technology is particularly important because solar is typically an intermittent resource working only when the sun is shining. This project is under construction and expected to be completed by late 2013.

BV: NV Energy provides 80% of its own needs through building and maintaining its own power plants and facilities. How does this impact efficiency, cost and our reliance on open market?

MY: The dramatic market fluctuations we saw in the early 2000s substantially increased costs to our customers and put our company at grave financial risk. Now that our fleet of new, highly efficient natural gas units is complete, we've made Nevada more energy independent and our company stronger. We will continue to pursue a balanced energy

portfolio, as well as optimize our existing power plants for the benefit of our customers.

BV: NV Energy is one of the few private companies in Nevada to have an economic development division. What type of projects, ideas and resources are involved in this division, and how will it affect Southern Nevada businesses and residents in the future?

MY: Our Economic Development team works closely with other economic development organizations, the State of Nevada, businesses and site selectors to assist with land and facilities, financing and taxation, new construction requirements, particularly related to gas and electric facilities, all in the spirit of promoting the advantages of doing business in our state. We have a

small staff of professionals who are familiar with Nevada and know firsthand what businesses may need from their energy provider. Having our own team involved early in the process makes moving to Nevada a smooth transition for everyone.

BV: How is NV Energy positioned to help in attracting new businesses and industries to Southern Nevada?

MY: It comes down to satisfying the basic need of having power when you need it at competitive prices. Our service reliability is number one in the nation in Southern Nevada and in the top 10 in Northern Nevada. Having the peace of mind that service reliability is not an issue allows businesses to concentrate on their own success. In addition, our prices for electricity are below neighboring states such

as California, and overall, our prices are at the average for utilities in the Southwest.

BV: One of your focuses now is to diversify the energy portfolio here in Southern Nevada. What are some of the plans to do so?

MY: I'm extremely proud of what NV Energy has accomplished in diversifying our energy portfolio. With a combination of natural gas, renewables, and a small number of coal facilities in our system, we have identified resources that make sense for our customers. We will continue to optimize available resources, tap into those that have not been developed with ON Line, and ensure price stability for our customers.

BV: How will NVEnergy help small businesses with efficiency and business planning?

MY: A number of online tools are already available for our residential customers. Currently, we are evaluating if those same tools will benefit our commercial customers, or if access to different information is required. We believe that having information on how a home or business uses energy more frequently than upon receipt of the monthly bill will help customers better manage their energy use, which could result in lower bills. As a result of our NVEnergyize program, we've already seen a number of residential customers identify improvements to their homes that will end up saving them money in the long run. Small businesses will have access to this information soon. The opportunity to combine that information with appropriate commercial energy efficiency and conservation programs holds great potential to a business' bottom line. ►



"We have some of the most knowledgeable people in the industry on our team and they make meeting the energy demands of our state seamless."



BV: What is the ‘smart-grid’ system that we have here in Southern Nevada, and what are some of the short-term and long-term advantages of that system?

MY: While there are various definitions of “smart grid,” our program is called NVEnergize, which provides a number of benefits to our customers. They include significant annual operational savings, including a reduction of more than a million truck trips, which saves on gas and reduces emissions. NVEnergize will also detect outages instantly for faster restoration. While we are fortunate that our transmission and distribution systems are relatively new in comparison to most of the rest of the country, implementing NVEnergize strengthens our system for even better reliability.

BV: As we move to diversify the Southern Nevada economy, what role does energy play?

MY: We recently engaged Applied Analysis to conduct an assessment of the economic impact NV Energy has on the communities we serve. Our operations in Nevada directly and indirectly triggered \$949.9 million in economic impact for 2010. We are one of the largest employers in the state and our employees practice a variety of trades, many requiring a high level of skill. We are the state’s second largest property taxpayer and have generated several hundred million dollars in state and local taxes. Having a financially sound utility company creates a strong foundation on which to build a more diverse economy.

From an operational standpoint, continuing to provide safe, reliable service at predictable prices is number one. Keeping our facilities well-maintained and up-to-date is critical to attracting new business.

As for community giving, NV Energy and our employees strongly support the communities we serve and that has been especially important during the last few years. Whether through financial support from our NV Energy Foundation, which focuses on education, health, arts and culture, and the environment, or from volunteerism, we are committed to building a sustainable community with a better quality of life.

BV: Nevada is a leader in both solar and geothermal resources for long-term energy supply. What are some of the applications of these resources, and how will they benefit the community?

MY: NV Energy has been utilizing geothermal resources for more than 25 years. This source of energy is plentiful, in particular in Northern Nevada. It is what we call a firm resource, one that is available 24 hours a day, seven days a week. For that reason, it is easier to plan for the availability of geothermal in our energy system. Solar energy is included in the form of both large scale projects as well as through residential and business customers electing to install photovoltaic solar systems on their homes through our RenewableGenerations program. This program provides financial incentives to customers who install solar panels, solar water heating, small wind turbines and hydroelectric projects. Since 2004, more than 30 megawatts of renewable energy have been installed through this program. As the demand for these types of technologies increases, prices should continue to decrease. **BV**

For more information on the programs outlined by Mr. Yackira, visit NVEnergy.com and NVEnergize.com.

Cover Photography by Francis + Francis

“We are committed to building a sustainable community with a better quality of life.”



SAYING THANK YOU HAS NEVER BEEN SO EASY

Your barista always remembers your order. Your dry cleaner knows exactly when to expect you on Tuesday afternoons. At your favorite restaurant, your bartender has your beverage waiting for you when he sees you coming. These are the people who deserve recognition for the “above and beyond” service they provide.

Customer Service Excellence, a free turnkey service recognition program managed in partnership by the Las Vegas Chamber of Commerce and the Las Vegas Convention and Visitors Authority, encourages stellar service and inspires extraordinary customer care throughout Southern Nevada. It can be used as a stand-alone employee recognition program, or in addition to an existing one. All materials your company will need are provided at no charge, including nomination forms, a poster with tear-off nomination cards (with pre-paid postage), a window cling with an easy-to-use QR code for online nominations and program information for your reference.


Participation in the program is simple. Anyone can nominate an employee for excellent service, including clients and customers, co-workers, supervisors and others. You can nominate using several different methods, including:

- Emailing nominations to cse@lvchamber.com
- Online at LVChamber.com/cse

- Mailing in a postage-paid nomination card or letters of commendation, comment cards and other written accolades

When an individual is nominated for the first time, he or she is invited to a recognition ceremony featuring a photo opportunity with local dignitaries, a commemorative pin, certificate and prize drawings. Nominations are tallied and tracked throughout the program year by the Chamber, and all nominees are celebrated at the annual Customer Service Excellence Luncheon in November. During this special luncheon, there is live entertainment, prize drawings and the presentation of the Customer Service Excellence Person of the Year.

The program also participates in host site custom ceremonies for businesses with an existing employee recognition program. These ceremonies are held in your offices or a specified site. A volunteer with the Chamber will present certificates and pins to the employees you’d like to recognize, in the comfort and convenience of your own facilities.

For more information on how your company can enroll in this free program and reward your employees for extraordinary customer service, contact Kelly Martinez, Events Coordinator, at kmartinez@lvchamber.com or call 702.641.5822. You can also visit LVChamber.com/cse. 



You're Invited! **HEALTHCARE HEROES**

August 1, 2012
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August 2, 2012
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go to www.nevadabusiness.com/events

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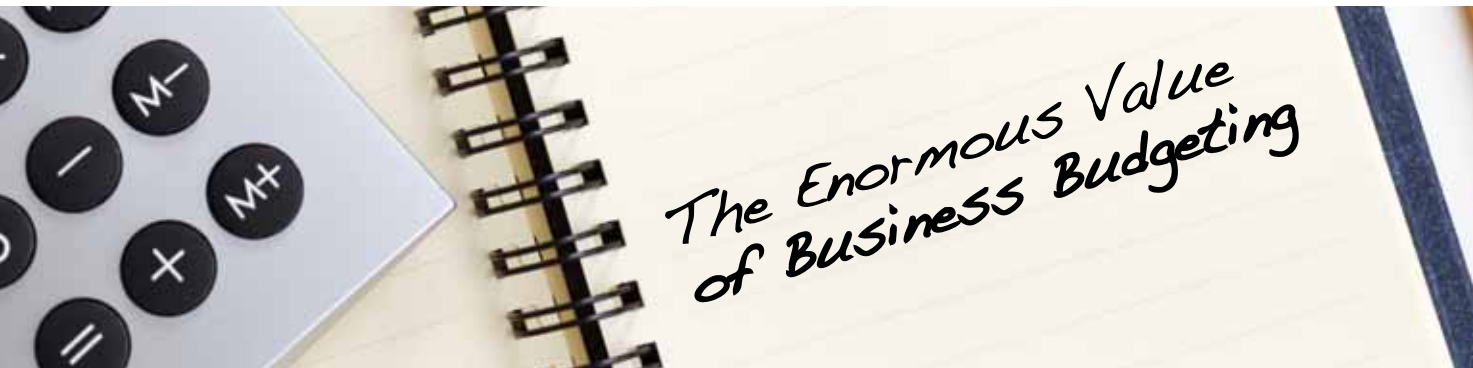
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How do you view establishing a budget for your business? A waste of your limited time? I don't know how? Seems interesting but of little value? A really smart thing to do? I can't manage without one? Hopefully, business budgeting is already part of your annual planning process. Here are some tips on how to maximize your business budgeting process to have a successful year.

The budget should be the last step in your annual planning process.

Think of your annual plan as a three-legged stool; you need a marketing plan, an operational plan and a financial plan (budget). After you have set your marketing and operational goals and objectives for the upcoming year and identified the strategies and tactics necessary to accomplish them, you then need to establish a budget to validate your plan and to serve as a tool to measure your progress.

Your budget is a plan to help you control your finances. Help with decision-making and make sure you can meet your commitments.

Because you have planned when and how you will spend your business' money, you should be able to manage your cash in a disciplined manner. This means evaluating unplanned expenses against the budget before taking action, monitoring actual performance against the plan and making adjustments before things get too off-track to recover later in the year. These are steps to take to ultimately achieve your objectives.

You need to commit dedicated time to build your budget. Like the other components of your annual plan, it should get some of your best undisturbed brain cycles, and not be an afterthought of, "just take last year's and add 12 percent."

Create a monthly sales forecast.

The budget has two major components: revenue and expense. They should be slotted into monthly buckets. Ideally, it should be built by multiplying forecast units by the selling price for major product or service categories. Your revenue projections must be realistic; a good practice is to create a budget with your best guess, one with a 20-30 percent increase and one with a 20-30 percent decrease.

For your expense budgeting, you can use the prior year's actual expenses as a guide, but it is best if you take the time to evaluate each expense category to determine the appropriate budgeted amount.

It is important to remember not to get bogged down in planning minor expenses. A miscellaneous expense bucket can be set up for these expenses; just don't let it get too sizeable.

Expenses are divided into three sub-categories.

The first are the expenses that vary with the number of sales units and are called variable expenses. These include material costs, direct labor, some commissions, sub-contractors, etc. Revenue less variable expenses gives you your gross margin. That is the amount available to cover the rest of the expenses.

The second category is your fixed expenses, or those that occur on some periodic basis and must be paid regardless of revenue. These include things like rent, utilities, salary (don't forget yours), insurance, etc.

Finally, you have some expenses that are discretionary. This could include marketing programs, equipment, software or other program expenses that support your annual plan. You plan on incurring these expenses; however, you can use your monthly performance reviews to decide if it is prudent to incur the expense as planned. Gross margin less these expenses gives you your operating profit.

Some final items in your budget include depreciation, taxes, capital expenditures and inventory. If you use accrual accounting, you can make adjustments to balance sheet accounts using your assumptions on accounts receivable and accounts payable. At this point, you can prepare a cash flow statement. This is an important financial statement because you can be profitable, but run out of cash. Most accounting software should support budget preparation and pro-forma financial statements.

As you move through the year, your budget is one tool you use to monitor performance. Look at actual versus budget on a monthly basis and pay special attention to significant variances. Take time to understand why the variance exists and if necessary, take appropriate action. Remember, the budget is a plan; actual is reality. You may have to adjust your plan and re-budget if reality differs significantly from what you anticipated.

With your budget in hand, you will be better prepared to manage the financial aspects of your business, make good decisions and accomplish your objectives. BV



Written by Greg Twedt, SCORE of Southern Nevada. Chamber members can take advantage of free business counseling from SCORE. For more information, visit LVChamber.com or scorelv.org.

FORWARD TOGETHER

Before you can rule the universe, you need capital.



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Visit our blog to get the rest of the answer.

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TO RSVP FOR EVENTS:



2 MONDAY EGGS AND ISSUES FEATURING U.S. CONGRESSMAN JOE HECK



Join U.S. Congressman Joe Heck at Eggs & Issues as he makes remarks to the business community and participates in a Q & A session.

7:30 - 8:00 a.m. Registration

8:00 - 9:00 a.m. Program

Palms Casino Resort

4321 W. Flamingo Rd.

Las Vegas, NV 89103

\$40 for members

\$55 for non-members

\$400 for table of 10

Table purchase includes two tickets to the VIP meet and greet with U.S. Congressman Heck. Fill all ten seats with your guests, or fill nine and have the Chamber place an elected or appointed official at your table.

Sponsors:



**3 TUESDAY
CHAMBER CONNECTIONS**
Increase your leads and business referrals! This networking club is an established dedicated leads group made up of professionals from a variety of industries. Limited openings available; please call for space availability.

5:30 - 7:00 p.m.

**Las Vegas Chamber
of Commerce***

\$120 every six months.

Chamber members only.

702.641.5822 or

chamberconnections@lvchamber.com

EVENTS JULY

TWO EASY WAYS TO REGISTER FOR CHAMBER EVENTS:

Go to LVChamber.com and find your event on the Events Calendar, or call 702.641.5822.

LAS VEGAS CHAMBER OF COMMERCE ADDRESS:

6671 Las Vegas Blvd. South, Suite 300
Las Vegas, NV 89119 (at Town Square)

*Event will be held in the CenturyLink™ Conference Center at the Las Vegas Chamber of Commerce

11 WEDNESDAY NEXT LEVEL NETWORKING

Get introduced to the benefits of volunteering and participation in the Chamber, and find out how you can benefit professionally from increased Chamber involvement.

7:30 - 8:00 a.m.

Registration & networking

8:00 - 9:30 a.m. Program

Las Vegas Chamber of Commerce*

Complimentary. Registration required.

Hosted by the Las Vegas Chamber of Commerce Business Council.

702.641.5822 or online

Sponsors:



11 WEDNESDAY CHAMBER VOICES TOASTMASTERS

Be a better speaker and a more effective presenter. Chamber Voices Toastmasters is open to all members to aid in the development of speaking, presentation and leadership skills.

10:45 a.m. - Noon

**Las Vegas Chamber
of Commerce***

\$54 every six months.

Guests always complimentary.

12 THURSDAY INSURANCE AND TORT REFORM POLICY COMMITTEE MEETING

The committee will work with Chamber members who are independent brokers and agents, property & casualty carriers, life insurers, health underwriters and others to ensure that Nevada's insurance climate is balanced and fair.

9:00 - 11:00 a.m.

**Las Vegas Chamber
of Commerce***

Exclusive to Chamber members and their employees.

702.641.5822 or online

18 WEDNESDAY CHAMBER CONNECTIONS

See July 3 for details.

24 TUESDAY

NEW MEMBER BREAKFAST

Start your new Chamber membership off right at this exclusive event for all new members of the Chamber. Each participant will have the opportunity to introduce themselves and their business and network in a friendly and upbeat atmosphere. Bring plenty of business cards.

7:00 - 7:30 a.m.

Registration & networking

7:30 - 9:00 a.m. Program

**Las Vegas Chamber
of Commerce***

By invitation only. Complimentary.

Hosted by the Las Vegas Chamber of Commerce Prospectors.

702.641.5822 or online

Sponsors



25 WEDNESDAY CHAMBER VOICES TOASTMASTERS

See July 11 for details.

25 WEDNESDAY INFRASTRUCTURE COMMITTEE MEETING

This committee will discuss how to improve the condition and performance of its infrastructure, including highway, road, rail, and air service to be competitive in the global market.

2:00 - 4:00 p.m.

**Las Vegas Chamber
of Commerce***

Exclusive to Chamber members and their employees.

702.641.5822 or online

SAVE THE DATE

AUGUST 22 WEDNESDAY

BUSINESS POWER LUNCHEON

featuring the Wounded Warrior Project Warriors for Work Division and guest speaker Retired Sergeant First Class Norbie Lara

Visit LVChamber.com for time, location, cost and other details.

Sponsors:



**VEGAS YOUNG
PROFESSIONALS**
A LAS VEGAS CHAMBER OF COMMERCE ENTERPRISE

VYP SPONSORS:



3 TUESDAY MORNING BUZZ

Are you interested in joining VYP or just joined but want to know what VYP can do for you? Morning Buzz is a great opportunity for you to enjoy a FREE light breakfast and learn more about what VYP has to offer. You'll also get a chance to meet VYP Ambassadors as well as members of the Advisory Council for a small, informal Q&A session.

7:30 - 8:30 a.m.

**Las Vegas Chamber
of Commerce***

Complimentary.

702.586.3833 or VegasYP.com

Sponsor:



9 MONDAY

VEGAS YOUNG PROFESSIONALS TOASTMASTERS

Communication skills are vital to success in the business world. The VYP Toastmasters group is for all members to aid in the development of speaking, presentation and leadership skills.

6:30 - 8:00 p.m.

**Usr lib (above The Beat Coffeehouse)
520 E. Fremont St.**

Las Vegas, NV 89101

FREE for guests

\$60 to join, \$36 every six months.

702.586.3833 or VegasYP.com

Hosted By:



12 THURSDAY VYP FUSION MIXER AT THE MARTIN

Join VYP for a night of networking, fun and some of the best views in Las Vegas. The July mixer will be your chance to join VYP as we take over the entire 22nd floor of The Martin and continue to build the strongest young professionals' network in the country.

6:00 - 8:00 p.m.

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IS ANYONE LISTENING TO YOU?

BIZPAC GIVES YOU A VOICE IN STATE AND LOCAL GOVERNMENT



At any time, there are myriad issues in local, state and federal governments that are monitored, advocated and argued. Do you know what the latest economic development initiatives are? What are some of the collective reform measures in K-12 education? What are some of the current issues on the docket for the upcoming 2013 legislative session that may hinder the expansion of business in Southern Nevada? And how do you amplify your voice to be heard regarding these issues on local, state and federal levels?


The Chamber's Government Affairs team, guided by the Government Affairs Committee, gives Chamber members representation on local, regional and federal levels. The Chamber advocates for a pro-business climate in Southern Nevada that is favorable to business growth and expansion, job creation and attracting new businesses and industries to the area. To maintain these goals and keep an active presence in local, state and federal issues, the Chamber relies on BizPAC, a bipartisan political action committee (PAC). It supports elected officials and candidates who are committed to preserving and enhancing Nevada's pro-business environment, and who will listen to the business community.

BizPAC provides the Southern Nevada business community with the ability to have a greater bearing on legislative campaigns, and give businesses a greater voice at all levels of government. Contributions to BizPAC go toward electing business-friendly policymakers, passing laws that protect business, and ensuring the Southern Nevada business community's interests are kept to the attention of elected officials.

"There is strength in numbers," comments Bob Bishop, president of KIA Insurance. "One person doesn't have the same effect as when a group speaks with one voice. Through the voice of the Chamber, the message is being delivered."

Going into an important election season and with the upcoming legislative session next year, there are several issues that the Chamber has identified as paramount in keeping at the forefront of these important policy discussions, including those regarding economic development and diversification, business development, education and reform measures. Donations to BizPAC help:

- Promote policy priorities that support the expansion of business.
- Advocate for economic development initiatives on the local and state levels of government.
- Provide an opportunity for Chamber members and supporters to play an active role in shaping the future of our community, as the leading advocate for the Southern Nevada business community.
- Ensure timely and continuing representation in Washington, D.C. to fight harmful legislation and support pro-business legislation.
- Support K-12 and higher education reform to provide a quality workforce for Nevada businesses.

Investing in BizPAC gives the Chamber the means to protect the way its members do business, and has the ability to give your small business a voice in those issues that impact the business community in Southern Nevada. For more information or to make a donation to BizPAC, visit LVChamber.com or call 702.641.5822. 



We've discovered an unlimited source of energy. Our employees. Throughout your community, NV Energy is giving back. With more than 30,000 hours volunteered by our employees and over \$5.3 million in charitable donations last year, we're making a difference. To learn more about what we're doing to improve the lives of Nevadans, see our community report at nvenergy.com.



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BOYS & GIRLS CLUBS
BIG BROTHERS BIG SISTERS
CHILD FOCUS
NEVADA MUSEUM OF ART
UNITED WAY
NEVADA DISCOVERY MUSEUM
PROJECT REACH
GAY & LESBIAN COMMUNITY CENTER
OF SOUTHERN NEVADA
THE SMITH CENTER FOR THE PERFORMING ARTS
DISCOVERY CHILDREN'S MUSEUM
UNIVERSITY OF NEVADA, RENO FOUNDATION
WASHOE EDUCATION FOUNDATION
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AMERICAN HEART ASSOCIATION
PUBLIC EDUCATION FOUNDATION
ANTI-DEFAMATION LEAGUE
NEVADA CANCER INSTITUTE

The Las Vegas Chamber of Commerce is proud to provide members with a place to publish their current announcements. Email news items to pr@lvchamber.com or fax to Public Relations at 702.735.0320.

Upcoming Events

Da Vinci – The Genius, a comprehensive exploration of Leonardo da Vinci's work, is open for a limited engagement at **The Venetian**. Tickets are available at Venetian.com.

The City of Las Vegas Economic and Urban Development Department, along with **Lionel Sawyer & Collins** law firm, are hosting a series of free seminars on business issues. On July 10, the topic will be Zoning and Business Licensing; on July 24, the session will cover Labor and Employment Legal Requirements. For a complete schedule or to register, call 702.229.6862.

University of Nevada Cooperative Extension will offer the 4-H Alternative Energy Day Camp July 17 – 20, open to youth ages 11 – 16. For more information, contact Mary Regan at 702.257.5524.

CommunityService

City National Bank donated \$10,000 to the Nevada Minority Development Supplier Council to help promote greater opportunities for minority-owned businesses.

Las Vegas DanceCenter hosted a fundraiser for Up Kids!, a non-profit organization that raises awareness of the artistic talents of children with autism, Down syndrome and other intellectual disabilities.

Firestone Complete Auto Care donated \$500 to Friends of Las Vegas Metro Police Foundation to celebrate the grand opening of its new stores.

The Southern Nevada Affiliate of Susan G. Komen for the Cure awarded a \$83,605 grant to **Volunteers in Medicine of Southern Nevada** to provide breast health among the uninsured population of Southern Nevada.

Caesars Entertainment Corporation and the World Series of Poker are donating \$111,111 of each \$1 million entry fee to ONE DROP, an international organization dedicated to fighting poverty by supporting access to safe water.

Congratulations

Seven **Holland & Hart** Nevada attorneys received high honors from Chambers USA in the *2012 Chambers USA - America's Leading Lawyers for Business Guide*.

Veterinary Emergency + Critical Care, a 24/7 veterinary emergency facility, recently celebrated its one year anniversary.

Carole Fisher, president and chief executive officer of **Nathan Adelson Hospice**, was named as one of Nevada's "Most Respected CEOs" by *Nevada Business Magazine*.

Cox Communications ranked highest in customer satisfaction among data service providers for small and midsize businesses and second among data service providers for very small businesses in the J.D. Power and Associates 2012 Major Provider Business Telecommunications Data Services Study.

The 2012 edition of *Nevada Business Magazine's* annual "Legal Elite", representing the top two percent of all members of the Nevada Bar Association through a peer process, recognized sixteen attorneys from **Lionel Sawyer & Collins**.

Tahiti and Tahiti Village resorts have been awarded TripAdvisor's prestigious Certificate of Excellence for their outstanding commitment to customer service.

Fourteen lawyers from **McDonald Carano Wilson** were named among Nevada's 2012 Legal Elite and Best Up & Coming Lawyers by *Nevada Business Magazine*.

Announcements

Sunrise Hospital and Medical Center and **Sunrise Children's Hospital** appointed Todd Sklamberg to the position of chief executive officer.

Neil Galatz recently joined **Gordon Silver Attorneys and Counselors of Law** as Of counsel, focusing primarily on areas of medical practice, liability and complex litigation.

Adrian Gonzales joined **The Glenn Group** as a graphic artist in the Las Vegas office of the Nevada-based agency.

Bob Stegall, FPC, joined **ManagedPAY** as payroll and human resources consultant.

CEO Space has officially relocated its business forums to the Ravella Hotel, located in the Village at **Lake Las Vegas**.

Jacqueline Matthew was promoted to senior accountant at **Houldsworth, Russo & Co**.

Tiffany Dessaints joined **Benchmark Association Services** as its new president and chief executive officer.

Bob Scimeme was promoted to director of physical security for **Urban Environmental Research**.

DS Group welcomed Laura Turek as an account executive working with law firms in the downtown, Summerlin and Centennial areas of Las Vegas.

Kristina R. Weller has joined the **Truitt Law Group, LLC** as senior litigation counsel.

Wheeling and Dealing

Republic Services along with Energenic unveiled the Apex landfill renewable energy generating facility, set to generate enough electricity to power more than 10,000 Southern Nevada homes and is the largest of its kind in Nevada.

MountainView Hospital is the first hospital in Nevada to use Xenex Healthcare Services' germ-zapping disinfection technology to keep patients safer from infections.

Commercial Executives recently brokered the sale of an industrial building valued at \$246,500.

BluNoir, located in **Tivoli Village**, now carries the women's clothing line of Muche et Muchette.

Watery Flame Productions established a partnership deal with *New York Times* best-selling author Neale Donald Walsch to create a docu-series for the OWN network.

Congratulations to the following companies celebrating membership anniversaries in **JULY 2012**.

+50 years

Bank of America - Executive Office
Las Vegas Review-Journal/Stephens Media, LLC
Whittlesea-Bell Transportation

Alternatives For Women
BPI Express Remittance Corp.
Bernstein Pediatrics
Best Western Mardi Gras Hotel & Casino
Brad C. Stewart, O.D.

Color Gamut & Digital Imaging, LLC
Daniel J. Oehler, DMD
Desert Oasis European Auto Repair
High Road Automotive, Inc.
International Problem Gambling Center
J C Medical Supplies Inc.
Kevin Streit & Associates, LLC
Lok Acupuncture Clinic, Ltd.
M. & I. S., Inc.
MCB Consulting Inc.
McKeon Door of Nevada, Inc.
Nakata Market of Japan, Inc.
Nancy E. Locke, LLC
Nevada Paralyzed Veterans of America
Patriot Fuel, Lube & Maintenance, Inc.
Proficient Patios & Backyard Designs
RE/MAX Advantage - Tim Kuptz
Sky High Marketing, Inc.
Sunrise Dental
Vector Media Transit Advertising
XO Communications
Zeba Beauty Salon

+20 years

Berlyn Miller & Associates
Frias Transportation Management
Gaudin Ford-Porsche-Jaguar
Clark County, Nevada
Girl Scouts of Southern Nevada
Rebel Oil Co., Inc.
Stewart Archibald & Barney
Nevada Development & Realty Co.
Ted Wiens Tire & Auto Centers
KTNV-TV, Channel 13 Action News
Bonnie Springs Ranch Resort
KIA Insurance - Robert Bishop
DeeAnna, LLC
Liberace Museum
Furnace Creek Resort
Realty Executives of Nevada - Fafie Moore
United Way of Southern Nevada, Inc.
Dube' & Associates, Ameriprise Financial Services, Inc.
The Vista Group

15 years

El Mundo
Metroflag BP, LLC
Olive Crest - Nevada

10 years

Dr. Nick Lords
Mark R. Johnson, Architect
New Outlook Optical
Safari Hair & Nails
Temple Sinai
Tingey & Tingey Law Firm

5 years

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Dubowsky Delivers

Dubowsky Delivers celebrated its grand opening with a ribbon cutting ceremony. Dubowsky Delivers provides business-to-business delivery services. It also handles moving, hauling, trash/recycle removal and errands. Call 702.274.3937 or email samdub65@gmail.com.



Textbroker International

Textbroker International, an online custom content provider, celebrated its recent remodeling and expansion. Textbroker offers affordable articles, blog posts and press releases. Call 702.534.3832 or visit textbroker.com.



Runners on a Dime

Runners on a Dime, founded by three professionals with a combined background of more than 30 years experience in the legal field, celebrated its grand opening. Runners on a Dime is located at 720 E. Charleston Blvd. Call 702.431.5670 or email info@runnersonadime.com.



Paul Mitchell The School - Las Vegas

Paul Mitchell celebrated its grand reopening at 9490 S. Eastern Ave. in Henderson. Paul Mitchell The School - Las Vegas educates exclusively with Paul Mitchell products. Its instructors and students follow an aggressive educational and cultural development program. Call 702.740.4247 or visit pmtslasvegas.com.



Harbor Freight Tool

Harbor Freight Tool, the nation's largest discount tool retailer, celebrated its newest location at 2240 S. Nellis Blvd., its fifth store in Nevada. Harbor Freight sells quality tools at low prices. Call 702.432.0061 or visit harborfreight.com.



Ethel M Chocolates/ Mars Retail Group

Executive

Ethel M commemorated its new solar garden. An example of Mars, Inc. Principles in Action program, the 2,112 panel installation went live at the end of December and supplies 100 percent of the power to the Ethel M's plant during peak operating hours. Call 800.438.4356 or visit ethelm.com.

* To arrange your ribbon cutting, contact Georgia Allen at 702.586.3838 or email gallen@lvchamber.com.

Chamber Member Discount Offer



OnRamp Transportation Services

OnRamp Transportation Services celebrated its grand opening at 4380 Donovan Way. OnRamp Transportation Services is a premier trailer dealer and parts and service center, serving owner-operators and fleets in the Intermountain West and Pacific Coast regions. Call 702.633.9003 or visit onramptransportation.com.



Catholic Charities of Southern Nevada

Catholic Charities of Southern Nevada celebrated the grand opening of its new English as a Second Language (ESL) facility on its campus located at 1501 Las Vegas Blvd. N. Classes operate Monday-Thursday, 8:00 a.m. - 8:00 p.m. with registration held every Friday. Call 702.215.4732 or visit catholiccharities.com.



Pita Pit

Pita Pit celebrated its grand opening at 4680 S. Maryland Pkwy. with light and tasty Lebanese-style pitas. Pita Pit promotes "fresh thinking and healthy eating" that can be served up quickly for people on the go. Call 702.431.6675 or visit pitapitusa.com.



Trio Healthy Vending, Inc.

Trio Healthy Vending, Inc. celebrated its opening as a Las Vegas-based vending company. Trio Healthy Vending is committed to bringing healthy foods, snacks, and beverages to its customers through the most advanced vending machines in the industry. Call 216.701.5263 or visit triohealthyvending.com.



Eccoci & Limited Editions for Her

Eccoci & Limited Editions for Her commemorated its one-year anniversary and new Chamber membership at 6671 Las Vegas Blvd. S. at Town Square. Eccoci's collections are easy chic, European-inspired in stunning colors, luxurious fabrics and modern styles. Call 702-892-9343 or visit eccocionline.com.



Fusion Sign & Design

Fusion Sign & Design celebrated its expansion into the Las Vegas market with a ribbon cutting. Fusion Sign & Design's purpose is to join its clients' visions with its expertise to form a single entity of success. Call 702.949.0760 or visit fusionsign.com.



National Atomic Testing Museum

National Atomic Testing Museum celebrated the unveiling of its newest exhibit, AREA 51: Myth or Reality, at 755 E. Flamingo Rd. A Smithsonian affiliate, the exhibit explores cultural perceptions and historical records of the most secret place in America. Call 702.794.5147 or visit atomictestingmuseum.org.



Deaf and Hard of Hearing Advocacy Resource Center

DHHARC celebrated its Chamber membership at 2575 Westwind Rd., Ste C. DHHARC is a non-profit organization focused on advocacy and resources for deaf and hard of hearing clients. It distributes free telecommunications equipment to those who qualify and holds an annual summer camp for deaf and hard of hearing children. Call 702.363.3323 or visit dhharc.org.



GES

President's Club

GES and Viad employees celebrated the grand opening of its new offices located at 7150 S. Tenaya Way. This office employs approximately 200 team members. Call 702.263.1500 or visit ges.com.



Kabuki Japanese Restaurant

Kabuki Japanese Restaurant celebrated its grand opening in Tivoli Village as a high-energy, family-friendly and value-oriented Japanese restaurant. It serves quality food with more than 200 menu items that offer something for everyone. Call 702.685.7776 or visit kabukirestaurants.com.



Wholesome Tummies

WT Café and Wholesome Tummies celebrated its Chamber membership as a locally-owned and managed school lunch program that specializes in made-from-scratch, kid-favorite meals. It works directly with school administrators to offer an alternative healthy lunch program. Call 702.434.4463 or visit wholesometummies.com.



JunkMan

JunkMan celebrated its grand opening at 950 W. Warm Springs, Ste. 101 in Henderson. As a professional operation that is fully licensed and insured, JunkMan has uniformed employees and competitive pricing, with nearly 80 percent of the picked-up items diverted from the landfill, to be recycled or donated. Call 702.527.JUNK (5865) or visit vegasjunkman.com.

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BUSINESS EXPO



Nearly 2,000 attendees representing industries and businesses all over Southern Nevada converged on World Market Center on June 20, to experience Business Expo. With more than 150 exhibitors, including 14 of Las Vegas' most popular eateries and new tech start-ups, the day was filled with making new business relationships, reconnecting with customers and clients and experiencing the latest and greatest in the Las Vegas market.

BUSINESS AFTER HOURS: TERMINAL 3 AT MCCARRAN INTERNATIONAL AIRPORT



Chamber members received a special sneak peek of the new Terminal 3 at McCarran International Airport at Business After Hours on June 13. Attendees networked with members from other local chambers of commerce, toured the state-of-the-art facility and met with some of the local artists from the terminal's original public art installations.

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Available Rebates —
\$200 – \$1,350 on qualifying equipment



Energy Audit Rebate!

Learn how and where to cut costs with an energy audit.

Available Rebate —
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Take advantage of additional energy-efficient rebates available such as custom and boiler rebates.



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ENERGY EFFICIENCY: HIGHER PERFORMANCE, LOWER COSTS



Finding ways to make your business more energy efficient is one of the fastest and easiest ways to improve your company's financial performance, whether it is from reducing energy waste costs or boosting brand perception. In addition to these potential cost reductions, there are several other benefits to running a more energy efficient organization. Increasing numbers of consumers are deciding whether or not they use a company based on how sustainable or environmentally responsible they are. Some customers prefer brands that are associated with good environmental stewardship and they vote with their wallets.

Efficiency has its benefits for your internal customers as well - your employees. According to the Green Business Bureau, companies that promote a healthy workplace through efficiency as well as clean energy, green cleaning supplies, etc., report a 20 percent decrease in the number of employee sick days. This can contribute greatly to workplace productivity while saving you money paid out for medical bills.

Efficiency measures have major positive

economic, environmental and social implications for Nevada businesses: cost savings, positive brand perception and loyalty, healthier employees with better morale and increased productivity.

ENERGY SAVING TIPS

There are several simple no (or low) cost measures businesses can make to begin to reduce energy related operating costs. The following steps can result in a 10-50 percent decrease in your energy expenses:

- Set your thermostats to 78-80 degrees in the summer when your building is occupied and 85 degrees on nights and weekends. Allow your employees to wear comfortable, weather-appropriate clothing.
- Turn your water heater down to 120 degrees.
- Use day-lighting whenever possible and ensure outside lights are turned off during the day.
- Set all office printers to double-sided printing as a default.

- Plant trees on the south and west sides of your facility.
- Inspect your facility for possible air leaks: check window caulking, door weather-stripping and pipe insulation.

Investing a portion of that savings back into further efficiency efforts can result in even greater reductions on your energy bills. The following tips can result in an additional reduction of up to 25 percent of your business' energy expenses:

- Install double pane windows.
- Change out all incandescent bulbs to compact fluorescent or LED lighting.
- Replace office appliances with ENERGY STAR-labeled products.
- Install occupancy sensors for lighting.
- Install ground source heat pumps.
- Install a solar PV system.
- Consider LEED (Leadership in Energy and Environmental Design) certification.

BUSINESS REBATES & INCENTIVES

Our local gas and electric energy providers encourage commercial energy efficiency through myriad rebate and incentive programs for their business customers:

- NV Energy's Sure Bet program provides businesses with existing buildings incentives for lighting, cooling, refrigeration and vending machine controls. The utility also offers rebates for high performing commercial pumps and motors on pools, spas and other water fixtures.
- Southwest Gas offers its Nevada business customers rebates on energy-efficient equipment such as water heaters, high-efficiency restaurant appliances, fixtures and commercial energy audits.


The following rebate and incentive programs are designed by the utilities specifically for small business customers:

- You can reduce hot water energy consumption by up to 50 percent by using solar energy. Southwest Gas' Smarter, Greener, Better Solar Water Heating Program provides rebates to small businesses that install a solar thermal water heater.
- On the electrical side, NV Energy's Cool Share program is another way for small businesses to earn incentives and save money through the installation of a web-programmable thermostat at your business that can be signaled to go into conservation mode during peak energy use times in the community. This helps the utility manage its demand while you earn incentives for participation.

Local non-profit organizations can participate in utility efficiency programs as well. NV Energy is currently accepting grant applications from Nevada non-profits to fund energy efficiency retrofit projects that will help reduce energy costs. Eligible projects range from lighting retrofits to HVAC upgrades and more.

For more information on implementing these programs and ideas in your business, visit cleanenergyprojectnv.org.

Written by Lauren Boitel, Clean Energy Project

Clean Energy Project is a non-profit, non-partisan, clean energy advocacy organization that works through research, education and outreach to the business community and the media on the economic benefits of developing solar, geothermal, wind and energy efficiency in Nevada. For more information, please see cleanenergyprojectnv.org 

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WHAT IS YOUR FAVORITE CHAMBER BENEFIT AND HOW DOES IT HELP YOUR BUSINESS?

Tachelle Lawson

Director of Sales & Marketing

Levy Restaurants at Las Vegas Motor Speedway



TheLivingPages.com's favorite Chamber benefit would be the discounts we get at Office Depot! I literally go out of my way and drive to an Office Depot to use my discount card because I know the savings are totally worth the fuel and my time.

Janet Lee, CEO
The LivingPages.com

The opportunity to meet others whose goal is to grow local businesses and make a positive impact in the community is by far the benefit of all benefits provided by the Chamber. These connections go so far beyond financial growth; they truly represent what the Chamber is all about.

Our favorite chamber benefit would be the sense of family that you feel when you attend events. We love how not only the staff but the members are so helpful and friendly. We just recently joined the Chamber and we feel like we have been part of the family for years. A huge thank you to the Las Vegas Chamber and all of its members!

Rena Loughton, Mary Q. & Charles E. Marshall Charitable Foundation



Among the many benefits we receive as a Chamber member is networking with other business owners, specifically with the Chamber Connections group that meets twice monthly. Through Chamber Connections we have received referrals for our Executive Suites, along with meeting other business owners who bring added value to us.

Elie Morris, Leasing Agent
Las Vegas Business Centers

The Chamber luncheon, mixer and Business Expo events are valuable opportunities to connect person-to-person with other businesses in a setting that is focused on increased profitability for all of us.

Diane F. Fearon, President/CEO
Bank of George



Our favorite benefit from the Chamber is the networking events! We have generated over 11% in sales growth since participating, by just attending events produced by the Chamber.

Paula & Sylvester Jackson
Founders & Executive Producers
Large Vision Business Network Mixer

After 20 years as a local news broadcaster, I am looking forward to reinventing myself in the non-profit world as the new Executive Director of Ronald McDonald House Charities of Greater Las Vegas. And as a brand new member of the Las Vegas Chamber of Commerce, I look forward to meeting and networking with other business professionals in the Las Vegas community.

Alyson McCarthy, Executive Director
RMHC® of Greater Las Vegas



My favorite Chamber benefit is the bi-monthly Chamber Connections meetings. As a newcomer to Las Vegas from Florida, I have enjoyed the networking opportunities and the chance to get my name and face out there. As Relocation Director for Century 21 Consolidated, I'm focusing on expanding our reach to help families that are moving in and out of the area!

Cheryl A. Wright, CDPE, CRS, GRI, Relocation Director
CENTURY 21 Consolidated



Our favorite Chamber benefit is the Morning Mingle meetings. We get the opportunity to meet other people in the community and network. We believe the best way to gain more business is through networking, and the Morning Mingle is a great opportunity to do that.

Samuel Dubowsky, Owner
Dubowsky Delivers

We joined the Chamber in large part because of their outstanding work in Governmental Affairs. A pro-business organization that is out in front of the issues that affect all businesses in Southern Nevada is a critical benefit in these times. They are proactive in their efforts and synergistic in working with like-minded groups.

Sallie Doebler, Director of Business Development
JAYNES Corp.



The initial week of being a member I met the Mayor, got an appointment, made presentations to three different groups in the city and county, and made contacts with casinos. Just attending the events you put on has made a huge impact helping my business get to the next level. I suggest going to every event the chamber puts on and don't be shy about approaching new people. Strangers are just friends you haven't met yet.

Ken Beckstead
Buttsonlybox.com



The greatest benefit we receive from the Chamber is the opportunity to interact and serve with other people in the business community. There is no advertisement or promotion that can equal this type of opportunity. Successful businesses focus on building relationships. It's still about people after all.

Grady Jones, Board of Agriculture
Service Center Manager, Western Exterminator Company

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- ✓ The Nevada Drug Card is pre-activated and can be used immediately.

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For more information please contact: Suzanne Domoracki • suzanne@nevadadrugcard.com



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AND



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DUTY ★ HONOR ★ COURAGE ★ COMMITMENT ★ INTEGRITY ★ COUNTRY ★ SERVICE

- ★ Celebrate the duty, honor and courage of Sergeant Lara ★
- ★ Support veterans entering the workforce ★
- ★ Find out how hiring veterans can benefit your business ★

WEDNESDAY, AUGUST 22
THE FOUR SEASONS LAS VEGAS
11:30 A.M. – 1:00 P.M.

\$55 Members | \$65 Non-Members | \$70 Walk-Ins | \$550 Table of Ten
\$5 from every ticket sale will be donated to the Wounded Warriors Project

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JULY 2012

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